

HYGIE-TECH SA

Headquartered in **Lausanne**, Canton de Vaud, **Switzerland**, **HyGie-Tech SA** was founded in 2009 to provide expertise in the field of computational fluid dynamics (**CFD**) applied to the practical problems of clean room management and the prevention of cross contamination. The company is offering sophisticated solutions, through an array of services and software licenses based on its pioneering CFD software tool **HG_Flow** and its dedicated modules:

- **HG_Flow Pharma** for the Pharmaceutical, Medtech, Biotechnology, Food and Electronics industry
- **HG_Flow Protect** for the Defense industry
- **HG_Flow Control** for Surgical Operating Rooms, Special Machines and Equipments
- **HG_Automotive** for the Car Manufacturing industry

To sustain its strong growth, Hygie-Tech is looking for a:

SENIOR SALES EXECUTIVE EUROPEAN BUSINESS DEVELOPMENT

Your core mission:

- Strengthen the market position of Hygie-Tech as a leading solutions provider to industries requiring support for the protection of persons and products in areas potentially presenting chemical and/or biological hazards.
- Represent Hygie-Tech as an HVAC expert for controlled environments using the competitive advantage of its highly versatile software and its ultra-rapid calculation times.
- Develop a reliable partner channel in Europe to cover a large range of industrial applications.

Your profile:

- Ideally you are an HVAC engineer or you have an engineering degree and a significant CFD knowledge.
- You can look back on at least 8 years of a successful sales experience in the CFD branch.
- You have a significant experience in developing European markets in the software area and a proven background of maintaining relationship with existing partners.
- Based on your strong entrepreneurial spirit, you will embrace the opportunity to offer highly competitive solutions allowing to optimize air treatment in factories or newly built facilities in various areas.
- Being result oriented, you have a solid skill set in convincing clients and driving concrete project execution.
- You have an excellent understanding of the organization of facilities and competences regarding the regulations of quality and risk management.
- You are able to work alone and within a team.
- English is your native language, but you are also fluent in French or German.
- Job location: Switzerland.

Are you interested in this challenging development role?

We are looking forward to get your online application: <mailto:info@hygie-tech.ch>